



Benefits from the U.S.-Korea Trade Agreement

North Dakota

December 2010

The U.S.-Korea Trade Agreement (KORUS) Will Help Grow the U.S. Economy & Support U.S. Jobs

The impact of the eliminations of tariffs and related barriers is estimated to increase U.S. GDP by nearly \$12 billion and U.S. goods exports by nearly \$11 billion annually. Adding to this would be new exports of U.S. services, where U.S. firms exported \$12.6 billion to Korea in 2009. Together, these export opportunities support the President's National Export Initiative goal of doubling exports by 2015.

KORUS is Essential to Ensuring U.S. Competitiveness in Korea and Throughout Asia

Ten years ago, the United States was the top exporter to Korea providing one-fifth of all Korean imports; now we are in third place with less than 10% market share.

- U.S. exporters to Korea currently pay an average 6.2 percent tariff, or nearly \$1.3 billion a year, to Korea through tariffs on industrial goods.
- Korean exporters to the United States currently face an average 2.8 percent tariff.
- On the first day of the European Union (EU) - Korea FTA, 85% of Korean tariffs on EU products will go to zero.
- Chinese products in Korea benefit from lower transportation and labor costs.

Implementing KORUS can help U.S. businesses and their workers stem this downward slide by making U.S. products more competitive in the Korean market.

- Tariff elimination for over 95 percent of U.S. exports of consumer and industrial products within five years.
- Tariff elimination for nearly two-thirds of U.S. agricultural exports immediately on entry into force.
- Significant new market access for U.S. service suppliers.
- Extensive elimination of non-tariff barriers, including in the autos sector.
- Tariff eliminations and strong transparency obligations will facilitate SME exports.

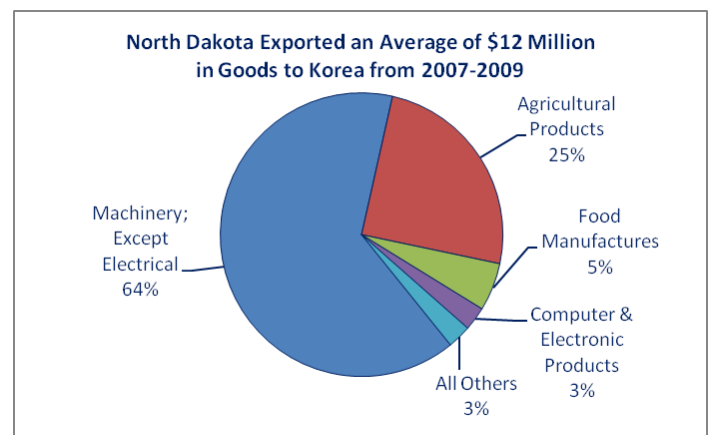
North Dakota Depends on World Markets

North Dakota's export shipments of merchandise in 2009 totaled \$2.2 billion. That is an 84 percent increase over the 2005 figure of \$1.2 billion and the fastest growth among the 50 states over that time period.

- Manufacturing exports support an estimated 17,000 private-sector jobs in North Dakota. (2008 data are the latest available.)
- One-fifth (20.2 percent) of all manufacturing workers in North Dakota depend on exports for their jobs.
- A total of 961 companies exported goods from North Dakota locations in 2008. Of those, 817, or 85 percent, were small and medium-sized enterprises (SMEs), with fewer than 500 employees.
- SMEs generated close to one-third (32 percent) of North Dakota's total exports of merchandise in 2008.

Trade Works for North Dakota

Recently implemented trade agreements have benefited North Dakota. For example, since the entry into force of the U.S.-Singapore trade agreement, North Dakota's exports to Singapore have soared 540 percent. In the first six years (2004-2009) of the U.S.-Chile trade agreement, the state's exports to Chile increased 139 percent. KORUS can similarly benefit North Dakota.



Source: U.S. Department of Commerce, International Trade Administration

KORUS Opens New Markets for Key North Dakota Exports

Machinery Manufactures – North Dakota's exports of machinery will benefit from KORUS tariff reductions. Machinery manufactures accounted for an annual average of \$8.0 million of North Dakota's merchandise exports to Korea from 2007-2009. Many machinery manufactures will receive duty-free treatment immediately upon entry into force of the agreement, including products such as refrigeration compressors, valves, renewable energy equipment, air pollution control equipment (pumps), water filtering and purifying equipment, and piston engines and engine parts. One hundred percent of agricultural and construction equipment, including tractors, lawn mowers, straw balers, conveyors, loaders, bulldozers, mechanical shovels, boring and sinking machinery, derricks, and dumpers, will continue to receive duty-free treatment. The elimination of Korean tariffs on U.S. machinery manufactures will provide a competitive boost to U.S. exporters, who will no longer face tariffs as high as 13 percent.

Processed Foods – North Dakota exported an average of \$680 thousand in processed food products per year to Korea from 2007-2009. KORUS, when implemented, will stimulate new opportunities for North Dakota businesses in this sector. Korea is a growing market for consumer-oriented foods, creating new opportunities for U.S. exports of snack foods, cheese, and juices. KORUS will enhance these opportunities by eliminating tariff and non-tariff barriers that currently hamper exports of U.S. food and consumer products to Korea. Many processed food products will receive immediate duty-free treatment such as frozen french fries and all other processed food tariffs will be eliminated in five years or less.

Computers and Electronics Products – Computers and electronics products accounted for an average of \$336 thousand per year of North Dakota's merchandise exports to Korea between 2007 and 2009. Top U.S. exports in this sector included digital integrated circuitry, semiconductors, semiconductor manufacturing equipment, telecommunications equipment, radio and television parts, static converters, and magnetic tape. Korean tariffs range between zero and 13 percent. KORUS improves market access for computers and electronics products. With the immediate removal of many of these tariffs, U.S. exports will become much more competitive and affordable to Koreans.

KORUS Creates Opportunities for North Dakota's Agriculture

North Dakota's agricultural exports to all countries, estimated at \$3.2 billion in 2009, supported about 25,600 jobs, on and off the farm. These export sales make an important contribution to the North Dakota farm economy, which had total cash receipts of \$6.4 billion in 2009. KORUS eliminates tariffs and other barriers on most agricultural products, increasing export opportunities for a range of North Dakota's agricultural products. With immediate elimination of duties on nearly two-thirds of U.S. agricultural exports to Korea, KORUS gives U.S. exporters improved access to the Korean market for many of the products that have been highly protected.

For more information on agricultural exports and KORUS, see the fact sheets posted by the U.S. Department of Agriculture at: <http://www.fas.usda.gov/itp/us-koreata.asp>

All state export data in this report are based on the Origin of Movement (OM) series. This series allocates exports to state based on transportation origin, i.e., the state from which goods began their journey to the port (or other point) of exit from the United States. The transportation origin of exports is not always the same as the location where the goods were produced. Thus conclusions about "export production" in a state should not be made solely on the basis of the OM state export figures.

Sources: Bureau of the Census, U.S. Department of Commerce, Origin of Movement Series; U.S. Department of Agriculture.

Prepared by the U.S. Department of Commerce, International Trade Administration.